

A Plan Coming Together at Holston

Since BAE Systems, Ordnance Systems Inc. arrived at Holston AAP four years ago, a plan has been evolving to continue and expand Holston's production capability and volume while implementing an aggressive plan to commercialize the parts of Holston that are not required for mission support efforts. "We quickly realized that our most important commercial assets were our available green space, frontage and location and decided to embark on a structured, innovative and aggressive plan to maximize the value of those assets," says Tony Hewitt, Commercial Development Director. "We needed a vision and a plan to achieve that vision and now we are seeing those efforts blossom into full scale development of frontage along Highway 11-W that will forever change the face of the site," Tony continued.

Currently a completely re-designed entrance is under construction further removed from the highway and featuring enlarged personnel space, covered inspection areas and natural landscaped and contoured barricades rather than unsightly concrete or orange barricades placed in winding rows to slow traffic. During June 2004, construction will begin on a new administration building adjacent to and



A rendering of the shops at Allandale, phase 1 development.

connected to Building #155 deeper in the facility to improve security and allow further changes along the highway. The current administration building will become commercial office space and the front fence will be removed allowing the existing inner fence to become the new perimeter fence thus opening up a minimum of 250 acres of frontage for Phase I development.

Two parcels have already been leased/contracted. One parcel will be the new home to a branch of First Community Bank. A second parcel will be developed by Brooks Development as a strip mall featuring office space, commercial space and restaurants. A parcel provided by the Army already is home to the Holston Business Development Center. Opened just last year, the center already boasts eight tenants.

"While BAE has taken the

leadership role in planning and designing the project, the ARMS Program has been just as aggressive in helping fund and design new techniques and approaches to make the dream become reality," notes Tony Hewitt. "Equally important, we have been blessed by having the vision and support of Colonel Turner," Commander of the Holston AAP states Tony Hewitt. "Also, we have had excellent support from the community," adds Tony. "They

want the commercial growth and new jobs that the facility is set to provide," he says. "The changes, new look and growth are exciting. We believe that the Holston Facility exemplifies a model for the future and for other facilities. Phase II development of still more green space will follow and bring yet more changes, growth and new opportunity," concludes Tony.



Nearly completed guardpost at Holston AAP.



GreenTech Has Grand Opening

America's First All "Green" Fire Retardant Particleboard Mill

GreenTech Panels, LLC, America's first all "green" particleboard mill to produce fire retardant and laminated particleboard panels from 100% recycled waste wood, launched on June 4, 2004 its new \$30 million, 75,000 square-foot facility at the Louisiana Army Ammunition Plant (LAAAP) site in Minden, Louisiana.

"GreenTech Panels is the future of the particleboard industry," says John Moore, GreenTech co-developer. "Our panel products are the result of an innovative, environmentally sensitive strategy that utilizes raw materials from 'the urban forest': post-consumer waste wood such as pallets, crates, cable reel drums and construction materials that are readily

available in the area. The new mill will preserve more than 15,000 trees and divert 35,000 tons of waste wood from local landfills each year."

Officiating at the grand opening were the following:

- Richard J. Hampton, Secretary-Treasurer of the New Orleans Fire Fighter Pension and Relief Fund, a supporter of new business development in Louisiana and the major financial participant in this venture.
- Douglas Borgeson, Contracting Officer for the U. S. Army's Armament Retooling & Manufacturing Support Initiative (ARMS) program, which provides financial incentives to encourage the private sector to locate on bases that were deactivated and downsized.



John Moore, Douglas Borgeson, Mike House at ribbon cutting ceremony.

GreenTech's new mill is located on 10 acres of leased space within the 15,000 acre LAAAP facility, part of which has been designated as an Eco-Industrial Park - see Winter 2001 News@ARMS for a description of the Northwest Louisiana Commerce Center - "Regional Sustainable Development... Key to Long-Term Security."

Annual production capacity is 64 million square feet of panels in various sizes. The plant employs about 35 skilled workers, with an additional 35

indirect jobs generated for area waste wood suppliers, including the General Motors plant in Shreveport.

GreenTech has engaged a network of national distributors to sell its fire retardant panels, which are increasingly mandated by building code requirements now in place in every state. The Company's sales personnel will focus on marketing its laminated decorative paneling to environmentally concerned companies such as Home Depot and Lowe's.

"This new state-of-the-art facility was developed through the efforts and participation of the Louisiana Economic Development Corporation, the New Orleans Fire Fighters Pension and Relief Fund, the US Army in collaboration with the US Department of Agriculture and major private investors from Shreveport and New Orleans," says Mike House, GreenTech co-developer.

Pictures courtesy of
Party Pics



Equipment for removing metal and trash from product.



Change Underway at the Local Ford Motor Plant

While ATK Lake City Small Caliber Ammunition Co., LLC has been very busy during the past three years meeting the U.S. Army demand for ammunition, Jack Figg, Director of Business Development and Community Affairs at the Lake City Business Center has also been busy working on the third party commercial leasing opportunity afforded by the ARMS program just completing its fourth year at Lake City. Lake City is unique when compared to the other plants participating in the ARMS program in that Lake City has demonstrated its ability to work at maximum ammunition factory capacity and at the same time grow its tenant leasing activity under the ARMS program.

During the summer months, the area Ford Motor Company assembly plant is hard at work: producing the last of the current

model year F-150 pickup trucks and the Escape sport utility vehicles in preparation for the model change activity that will idle production briefly before the 2005 model vehicles come rolling off the assembly line, before arriving at your neighborhood Ford dealer by mid-September. Allied Systems, a Lake City ARMS program tenant since 2001, is in charge of the logistics required to get newly produced vehicles off the factory yard and to magically show up at precisely the correct dealership at precisely the right time. Allied's new vehicle staging lease at Lake City Business Center offers some serious advantages over the other lease sites they consider each year at model change time. Chester Jackson, Operations Manager for Allied's planning and logistics effort throughout the Kansas City area, will tell you he prefers the Lake City facility because he



never has to worry about vandalism or vehicle theft when he leases at Lake City, and Lake City is very aggressive when setting its lease rates. For those reasons Allied, like the return of the swallows to Capistrano, finds Lake City Business Center their lease site of choice when the annual model change at the local Ford plant is underway.

"This is the time of year we wish we had 40 acres of good

hard surface lots available," Jack Figg said. With 2700 new vehicles rolling off a single factory shift, Allied could be faced with over 10,000 vehicles that must go somewhere to avoid negatively impacting the assembly line at the factory. The Lake City Business Center is the best-kept secret in our area and they simply don't have to worry about the security of their customer's product when the vehicles are staged at Lake City, according to Jack.

Alliant Radford Features ARMS Program at Local Business Expo

Alliant Ammunition and Powder Company, operator of the RFAAP featured the ARMS Program at its booth during the Pulaski County Chamber of Commerce "Let's Get Down to Business" Expo held on Thursday March 25 and Friday March 26, 2004 in Fairlawn, VA.

The EXPO, held in an available large strip mall building, at the busy intersection of U.S. Route 11, and State Route 114, had professionally set up booths, with over 80 businesses exhibiting.

The two day event was successfully highlighted by an opening V.I.P. reception on Thursday night with approximately 400 invited business and local

Government leaders in attendance. The reception provided an excellent forum for one on one discussions and networking opportunities for businesses and local officials.

The Alliant booth exhibited models of some of the Radford plant's major products, and displayed all of the ARMS Marketing materials and brochures, including the ARMS Guaranteed Loan Program. On Friday the free EXPO was open to the public from 11:00 am to 7:00 pm, was well attended, and set the stage for larger and more regionally oriented EXPO's in the coming years.



Dave Ratcliff, Radford Sr. Program Manager, ARMS, explains the incentives and benefits of the ARMS program to a potential small business tenant. The exhibit booth displayed all ARMS marketing materials developed by the plant Media Group, as well as the Brochures from the National Marketing Program.



Celebrating the Successes of Rick Schweitzer at Milan

This past April the Operation Enterprise and ARMS Program teams lost a valued member in Rick Schweitzer. Rick was a colorful and energetic person who was an integral part of the continued growth and success of the Milan, TN facility.

It began in 1999 when American Ordnance and ARMS started to breathe new life into the Milan AAP. As Director of Commercial Development, Rick brought a fresh, vibrant approach to the job.

Dave Ratcliff, Business Manager of Defense Conversion at Radford ATK, recalls Rick's first few weeks on the job.

"When Rick first started to work on ARMS at Milan, Doug Borgeson told him to call me for some pointers. I specifically remember Rick stating 'I'm here in an empty office, no one knows me, and all I am doing so far is making a file for each contact I make'. I quipped -

You're making a clientele data base, and some of the seeds will grow. Rick was eager to learn and like the rest of us wanted to hit a home run. I reminded him what the former Economic Director from Montgomery County once told me about the economic development business - 'You will get some hits, and steal some bases, but it ain't likely you will get a walk, and you can work all your life at it and never hit a home run' that's the game."

Rick and the Milan team worked hard and landed the first tenant in 1999 - East Camden and Highland Railroad, a supplier of railcar switching and storage services. They also went on to attract the tenants Accurate Energetics Systems, LLC and Greenway Nursery. However the "home run" of Rick's career at Milan was his contribution to the opening of the \$25 Million FR Countermeasures, Inc state-of-the-art military flare manufacturing facility.

The FRC project took a great deal of vision and enthusiasm to embrace the possibilities of the Milan AAP.

"Rick truly enjoyed the economic development field he was working in," said Jack Figg, Director of Business Development and Community Affairs at the Lake City Business Center. "So it was no hard sell when you suggested he

look in to this project or that idea or just asked him what he thought. Rick's reply may have been simply... 'Might work'. Rick's best gift to all of us may well have been his ability to get you to imagine the possibility or just have the dream for a few moments while we were talking to our buddy Rick."

Rick developed a reputation among the ARMS program group as extremely helpful and generous - traits that made him so valued as a team member.

"When I started working for American Ordnance, the operating contractor for the Iowa Army Ammunition Plant (IAAAP), Rick came to Iowa and assisted me with budget preparation," said Doug Hanify, Director of Commercial Development at IAAAP. "He always had time for questions and would provide copies of documents he had created as examples to go by. Whatever you needed, Rick was there to help. He simply was the best of the best."

Rick was a veteran of the Vietnam War and was a retired Staff Sergeant with the Tennessee Army National Guard. Despite these staid achievements, Rick had a flair for the comedic and was known for his good humor.

"I was a witness to the antics and stories surrounding Rick's effort to achieve the best golf



Dec. 2003 retirement ceremony from Army National Guard.

skills money could buy only to confess that the driver he was now hitting so well was purchased at Wal-Mart for \$59.97 with head cover included," said Jack Figg. "Who needs a high dollar driver anyway? Not Rick, not at least that day in Holston."

The ARMS program recently honored Rick and his achievements this spring with an award that was presented to his wife, Jan.

"Rick brought a new marketing perspective and personality to the Milan team as well as the ARMS national marketing program," said Sid Saunders of Pendulum Management and Operation Enterprise. "His professionalism and exuberant personality brought new life to the program and he will be missed by all of us."

Rick has left behind a thriving legacy in the success of the ARMS Program at Milan AAP. To build on the momentum of Rick's success, Keith Martin - former project manager at American Ordnance - was named Rick's successor in late April.



Halloween 2002